

## Message Text

LIMITED OFFICIAL USE

PAGE 01 LAGOS 05818 190753Z

11

ACTION EB-11

INFO OCT-01 AF-05 ADP-00 COME-00 RSC-01 RSR-01 /019 W

----- 125726

R 181606Z JUL 73

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 320

LIMITED OFFICIAL USE 5818

E.O. 11652: N/A

TAGS: BEXP

SUBJECT: FY 1974 COMMERCIAL OBJECTIVES

REF: STATE 128397

1. ACTION PROGRAM THAT WE ARE SUBMITTING IS INTENDED TO BE RESPONSIVE TO REFTEL REQUEST TO IDENTIFY SPECIFIC COMMERCIAL OBJECTIVES IN WHICH TO CONCENTRATE EFFORTS IN FY 1974. HOWEVER, IT IS NOT INTENDED TO SUPPLANT OR NEGATE EARLIER EMBASSY ASSESSMENTS, E.G., IN LAGOS A-3 OF JANUARY 12, THAT EXPANDING NIGERIAN ECONOMY OFFERS MARKETS FOR RANGE OF U.S. GOODS AND SERVICES. NOR DO WE PROPOSE THAT ACTIONS CONTEMPLATED OR SUGGESTED IN ACTION PROGRAM SHOULD SUBSTITUTE FOR STATE/COMMERCE ACTIMS ALREADY AGREED UPON FOR FY 1974, I.E., PORT MANAGEMENT SEMINAR OF OCTOBER 1973 AND DECEMBER 1973 TRADE MISSION ON COMMUNICATIONS EQUIPMENT.

2. THIS ACTION PROGRAM HAS BEEN DISCUSSED WITH ALL ELEMENTS OF EMBASSY, BUT WE HAVE NOT TRIED TO INCLUDE IN IT DEPARTMENT OF AGRICULTURE OBJECTIVES AND PROGRAMS IN NIGERIA, NOR TO COMPREHEND INTENDED OR INCIDENTAL COMMERCIAL FALLOUT FROM AID OR USIS PROGRAMS. HOWEVER, ACTION PROGRAM WILL ENGAGE PERSONNEL AND RESOURCES OF ENTIRE ECONOMIC/COMMERCIAL ELEMENT OF EMBASSY.

3. ACTION PROGRAM FOLLOWS:

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 LAGOS 05818 190753Z

A. OBJECTIVE ONE: TO PROMOTE CLOSER RELATIONS AND

GROWTH IN TRADE BETWEEN U.S. EXPORTERS AND PRIVATE SECTOR IN NIGERIA, WITH EMPHASIS ON PRODUCT GROUPS IN WHICH FULL OR PARTIAL NIGERIANIZATION ALREADY DECREED. COMMENT: FOR THIS PURPOSE, WE HAVE TENTATIVELY PINPOINTED THREE PRODUCT GROUPS IN WHICH PRIVATE SECTOR PLAYS MAJOR ROLE AND WHICH CORRESPOND, ALTHOUGH NOT NECESSARILY ENTIRELY, WITH BUSINESS ACTIVITIES ALREADY OBJECT OF FULL OR PARTIAL NIGERIANIZATION, AS FOLLOWS:

1. CONSTRUCTION EQUIPMENT AND SUPPLIES.
2. REFRIGERATION AND AIR-CONDITIONING EQUIPMENT.
3. MECHANICAL HANDLING MACHINERY AND EQUIPMENT.

THESE PRODUCT GROAQS WERE EARLIER IDENTIFIED BY EMBASSY LAGOS AS PRIORITY GROUPS IN LAGOS A-3. ACTION ONE: TO REVIEW THIS SELECTION OF PRODUCT GROUPS WITH STATE/COMMERCE IN LIGHT U.S. PRODUCER/EXPORTER INTEREST. ACTION TWO: TO CONSIDER WITH STATE/COMMERCE FEASIBILITY OF TRADE MISSIONS AND/OR SEMINARS IN FY 1974. ACTION THREE: TO DEVELOP, IN KEEPING WITH STATESIDE INTEREST GENERATED BY STATE/COMMERCE AND/OR IN CONJUNCTION VISITING TRADE MISSIONS OR SEMINARS AT LEAST 5 SUBSTANTIAL AGENCY/DISTRIBUTOR RELATIONSHIPS OR JOINT VENTURES IN EACH PRODUCT GROUP.

B. OBJECTIVE TWO: TO FOCUS FY 1974 EFFORTS IN PRODUCT AREAS WHERE PUBLIC SECTOR PREDOMINATES ON AVIATION EQUIPMENT. COMMENT: THIS WAS ALSO IDENTIFIED AS PRIORITY PRODUCT AREA IN LAGOS A-3 OF JANUARY 12, 1973, AND THERE NOW SEEMS REASONABLE LIKELIHOOD FMG WILL AGREE TO EARLY FAA SURVEY OF NIGERIA'S CIVIL AVIATION SITUATION AND REQUIREMENTS (LAGOS 5761). ACTION ONE: TO EXPEDITE AND SUPPORT PROPOSED FAA SURVEY. ACTION TWO: TO MAXIMIZE OPPORTUNITIES PROVIDED BY FAA PRESENCE AND PROBABLE SURVEY RECOMMENDATIONS TO DIRECT ATTENTION APPROPRIATE FMG OFFICIALS TO ADVANTAGES U.S. PROCUREMENT OF EQUIPMENT AND SERVICES REQUIRED. ACTION THREE: AT APPROPRIATE STAGE IN PROBABLE FMG DECISION-MAKING ABOUT PROCUREMENT EQUIPMENT LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 LAGOS 05818 190753Z

AND SERVICES TO CONSIDER WITH STATE/COMMERCE VISITS OF RESPONSIBLE FMG OFFICIALS TO U.S.

C. OBJECTIVE THREE: TO PURSUE WITH FMG THE INTEREST THAT USG HAS AND ADVANTAGES THAT CAN ACCRUE TO FMG IF FMG ACTS TO MAXIMIZE U.S. SUPPLIER PARTICIPATION IN PLANT/EQUIPMENT/TANKER ASPECTS OF EXPECTED LNG PROJECT(S). COMMENT: FMG DECISIONS ON LNG PROJECTS(S) ANTICIPATED IN FY 1974, AND DESTINATION LNG ALMOST CERTAINLY U.S.

ACTION ONE: TO KEEP BEFORE FMG OFFICIALS INTEREST OF USG IN SUPPLY OF PLANT/EQUIPMENT/TANKERS THROUGH USE OF EMBASSY LAGOS CHANNELS. ACTION TWO: TO DEMONSTRATE AS APPROPRIATE, TO FMG AND EVENTUAL PRIVATE SECTOR PARTICIPANT(S) IN LNG PROJECT(S), BENEFITS OF EXIM/MARAD SUPPORTED FINANCING FOR U.S. CONSTRUCTION ON-SHORE FACILITIES AND TANKERS. ACTION THREE: TO CONSIDER WITH STATE/COMMERCE EXCHANGE OF VISITS AMONG RESPONSIBLE USG/FMG OFFICIALS.

D. OBJECTIVE FOUR: TO CONSIDER WITH STATE/COMMERCE COMMERCIAL POSSIBILITIES AND AS APPROPRIATE PLAN FOR USG PARTICIPATION IN INTERNATIONAL HPADE FAIR PLANNED FOR LAGOS IN 1974. COMMENT: ALTHOUGH THIS FAIR IS CURRENTLY SCHEDULED FOR FY 1975, PLANNING AND PREPARATION WOULD HAVE TO TAKE PLACE IN FY 1974. ACTION ONE: TO ASSESS WITH STATE/COMMERCE COMMERCIAL POTENTIAL THIS FAIR FOR U.S. EXPORT COMMUNITY. ACTION TWO: TO IDENTIFY IN COOPZ ACTION WITH STATE/COMMERCE PRODUCT THEMES AND GROUPS OF GREATEST MUTUAL POTENTIAL TO U.S. EXPORTERS AND IMPORTERS/DISTRIBUTORS/USERS IN NIGERIA. ACTION THREE: TO ORGANIZE IN COOPERATION WITH STATE/COMMERCE AND IF APPROPRIATE, USIS AND AID, EFFECTIVE U.S. PARTICIPATION.

4. RESOURCE REALLOCATION: ACTION ONE: TO RECRUIT FOR NEWLY ESTABLISHED FSL POSITION HIGH-LEVEL LOCAL EMPLOYEE ABLE TO DEAL WITH NIGERIAN BUSINESS COMMUNITY AND TO CARRY OUT BASIC MARKET RESEARCH. ACTION TWO: TO SUBMIT REQUEST AND JUSTIFICATION FOR ADDITIONAL FUNDS TO ENLARGE COMMERCIAL LIBRARY FACILITIES IN ORDER TO IMPROVE EMBASSY SERVICES TO U.S. AND NIGERIAN BUSINESS COMMUNITY. ACTION THREE: TO SUBMIT REQUEST AND JUSTIFY LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 04 LAGOS 05818 190753Z

TRAVEL FUNDS THAT WOULD ENABLE EMBASSY OFFICERS TO VISIT STATE GOVERNMENTS AND COMMERCIAL FACILITIES OUTSIDE OF LAGOS.

5. COMMENT: THIS PROGRAM WAS DRAFTED IN ABSENCE EMBASSY'S COMMERCIAL ATTACHE, NOW ON HOME LEAVE. IF HE SHOULD BE IN WASHINGTON ON CONSULTATION, STATE/COMMERCE MAY WISH TO DISCUSS PROGRAM WITH HIM.  
REINHARDT

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 JUL 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973LAGOS05818  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** LAGOS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t19730726/aaaaasyt.tel  
**Line Count:** 163  
**Locator:** TEXT ON-LINE  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 73 STATE 128397  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 10 JAN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <10-Jan-2002 by martinjw>; APPROVED <31-Jan-2002 by golinofr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FY 1974 COMMERCIAL OBJECTIVES  
**TAGS:** BEXP  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005